



**YOU NET
RESULTS**

Anchor Financial Reporting

Thank You for Attending this

Results Zoom Meeting

Live Today and Library Content Soon

Powered by **YOU NET RESULTS**

Continuing Anchor Financial Thinking

Anchor Financial is a Process....

When Utilizing YOU *TOOLS*****

YOU NET
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Anchor Financial Reporting

You Net Results *Premier* Automotive Guide

Brian Gillis





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About Brian Gillis...

- 25 Plus Years operating auto repair shops in Texas, Georgia and Colorado, multi unit stores
- Hired and Trained over 2000 staff members
- Budgeting and Profits Brian's Specialty
- Smooth as silk with customers
- Polished and Professional
- Seasoned Automotive Veteran
- Owner and Founder of YOU NET RESULTS





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YOU *TOOLS.. Confidence*

COACHING GROUPS BUILD CONFIDENT in Financial Areas for Auto Repair Shop Owners and Staff

- Define confidence in you own words
- What do you have to do to become a confident leader?
- What does each of your staff members need to do to become confident?



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YOU *TOOLS.. Why? Results Mantra*

At *You Net Results*, we facilitate *coaching groups* for auto repair shop owners, so you reach a *turnaround point* where you emerge from the experience moving from a *business owner* to a *confident business leader* eliminating your *silent thieves*.

Reaching your *turnaround point*

Emerging from your *experience*

Eliminating your *silent thieves*

Reaching – ***E***merging – ***E***liminating



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Mastering Your Results Powered by

YNR *BIG THREE*: 1: Counter 2: Staffing 3: Operations

*Brian's Know-How and Experiential **SIX***

- 1. LD-YNR – 0100 - Leadership Process**
- 2. MG-YNR – 0200 - Management Process**
- 3. GM-YNR – 0300 - General Manager Process**
- 4. FP-YNR – 0400 - Financial Process**
- 5. DO-YNR – 0500 - Daily Operations Process**
- 6. PP-YNR – 0600 - People Process**

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YOU *TOOLS.. Silent Thief*

How long are you going to let *Silent Thieves* rob your automotive repair shop? With **Poor:**

- Leadership and Management Processes
- Front Counter Processes *How-to Manual
- People Staffing Processes *Daily Operations
- Financial Processes
- Do **YOU** need to stop the theft of your future?
- Are **YOU** willing to do what it takes? If **YOU** don't fix the *silent theft* – **YOU** might as well put the key under the door...and not come back tomorrow!





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Many have discovered in the past...

- Anchor Financial Reporting can be a process!
- Anchor Financial Reporting can be learned!
- Anchor Financial Reporting can be taught!
- Anchor Financial Reporting can be “FUN”!
- Anchor Financial Reporting can be systemic!



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YOU *TOOLS*

- Processes and Systems run your business...
written or unwritten
- People run the Processes and Systems
- Making your business process and systems
dependent - **Not** people dependent - **Is** the
major objective of the Manager



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What are? Anchor Financial *YOU TOOLS*****

- They are built for YOUR NET RESULTS
- Designed to help YOU be in Process
- TAP – Turnaround Point Book...Gary Gunn's Voice in Print and Audio
- Moving from business owner to business manager (BO to BM)
- Anchor Financial Silver Bullets do not exist



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YOU *TOOLS*

- **YOUR** Monthly Reporting Template
- Filled out manually by **YOU** the owner
- It is **not** automated for several reason
 - **You** need to know how-to find all the numbers
 - Answer any questions from others
 - Never say I don't know because I did not do this report myself



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YOU *TOOLS*

It's easy to build Your ***TEN*** Anchor Financial Process but it's easy not to!

How-to build Your ***TEN*** Anchor Financial Process

6 Steps

1. Thinking
2. Words
3. Action
4. Habits
5. Perseverance
6. Attainment

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Rally-Up

Who are the folks?





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1 -10 Rating of your operations this year 2021

1.....5.....10

Poor

Okay

Great

- What would it take to move up the scale?
- What will you do tomorrow?
- What will you start doing?
- What will you stop doing?



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YOU ***TOOLS TEN Anchor Financial Tools Connecting the DOTS***

- 1. Your P&L
- 2. Your Balance Sheet
- 3. Your POS Reports
- 4. Snapshot Spreadsheet
- 5. Budgeting for Profit Spreadsheet
- 6. Trending Spreadsheet
- 7. Your Bank Statements
- 8. Anchor Financial Report (MTD & Monthly)
- 9. ScoreCARD
- 10. Financial Now – When – Exit - Recipes
 - LD-YNR – 0119 – SOP - Now Recipe
 - LD-YNR – 0120 – SOP – When Recipe
 - LD-YNR – 0121 – SOP – Exit Recipe



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YOU *TOOLS*.. Agenda for 12.14.21

Brian's Know-How and Experiential SOP Review and Update and Formation

- 2021 Version of Monthly Reporting Template (Excel)
- 2021 Version of Financial Reporting Format (Word)
- Most Current Month 2021 Anchor Report Review using SOP 407
- 0407-SOP—Overall Anchor Financial Report
- 0407-1-SOP – Sawtooth Page YTD and Monthly
- 0407-2-SOP – Summary of Cost Page 6 YTD and Monthly Page 16
Page 6 – One Things Exercise
- 0407-2-1-SOP-Anchor Low Hanging Fruit Exercise Template_YNR
- 0407-3-SOP - Financial **YOU*TOOLS*** Review (covered 6.8.21)
- 0407-4-SOP – Collateral Damage & Repair & Consequences (covered 7.13.21)
- Show and Share Anchor Library Documents to Download

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YOU *TOOLS*.. Agenda for 12.14.21

Brian's Know-How and Experiential SOP Review and Update and Formation

- **30k GP \$ challenge to increase during the last 6 months of 2021**
- 0402-SOP - Budgeting for Profit Spreadsheet (How-to use it)
- 0402-1-SOP-TCODB / METER (True Cost of Doing Business)**(Covered 7.7.2020)**
- 0402-2-SOP-TNP (True Net Profit)
- 0402-3-SOP-Stacking Up Cash - Building Working Capital and Reserve
- 0402-4-SOP-Chasing Dollars vs. Dimes
- 0402-5-SOP-Budget Goals **(Covered 12.14.21)**
- 0403-SOP – Snapshot
- 0404-SOP - Trending Tool
- 0407-5-SOP-Would you pay 50K for a Technician?
- 0407-6-SOP-Career Path for Service Advisor
- 0410-SOP-ScoreCARD how-to



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- **30k GP \$ challenge to increase during the last 6 months of 2021**
- As we talked about the 30k Challenge is to increase by 30k during the last 6 months your GP dollars without raising prices. Then share 25% or more with your team. Involve your team in the ways this can be accomplished.
- Plus see attached file for the 50k SOP 407-5, fill out your strategies, and be ready to present your completed SOP 9/14 during our Anchor Meeting.
- 30k Challenge and 50k (SOP 407-5) Technician recruiting plan.
- Let's BLOW Brian away with our collective 50k SOP.

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Tip Toe Bandit



Sneaky Pete





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<u>Member #</u>	<u>First Name</u>	<u>Last Name</u>
1	Jim	Ryckman
2	Charlie	Rindom
3	Charlie	Rindom
4	Randy	Rindom
5	Joe	Nelson
6	Leon and Rose	Kropf
7	Aaron	Roehl
	Nikki	Gilster
8	Pickens	Brian
9	Joe	Evans
10	Andy and Julie	Arndt
11	Jerry	Kaminski
12	Ashlan	Kaplin
13	Jeff	Strausser
14	Keith & Linda	Knowlton
15	Robert	Henderson
	Barabara	Henderson
	Heather	Thynes-Woodruff
16		
17	Jae	Malinowski
18	Scott	Johnson
19		
20	Lance	Sunderlin
21	Chris	Gorzsas
22	Kevin & Sara	Craddock
23	Kevin & Sara	Craddock
24		
25	Brian & Grace	Beatty
26	Brian & Grace	Beatty
	Tina	
13	Chris	Goodson



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YOU *TOOLS*.. Agenda for 12.8.20

- 0409–SOP-A Methodical Set of Questions - FINANCIAL STATEMENT ANALYSIS - Questions to ask and Observations to make

Gap Calculation

- Write down your average monthly net profit for the last 12 months. \$ _____
- Write down what you want your average net income to be. \$ _____
- The gap between where you are and where you want to be is. \$ _____
- You're paying a cost of \$ _____ every month you don't solve this problem.



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YOU *TOOLS*.. Agenda for 12.8.20

- 0409–SOP-A Methodical Set of Questions - FINANCIAL STATEMENT ANALYSIS - Questions to ask and Observations to make

Gap Calculation

- Write down your average monthly net profit for the last 12 months. \$ _____
- Write down what you want your average net income to be. \$ _____
- The gap between where you are and where you want to be is. \$ _____
- You're paying a cost of \$ _____ every month you don't solve this problem. **How do you fix this?**



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YOU **TOOLS**.. *Agenda for 1.12.21*

- 0409–SOP-A Methodical Set of Questions - FINANCIAL STATEMENT ANALYSIS - Questions to ask and Observations to make
- **Gap Calculation** Review on 1.12.21
- Write down your average monthly net profit for the last 12 months. \$ _____
- Write down what you want your average net income to be. \$ _____
- The gap between where you are and where you want to be is. \$ _____
- You're paying a cost of \$ _____ every month you don't solve this problem. **How do you fix this?**



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